



Make your goods visible - wherever they are!



Real Time Intelligent Container Tracking - RTICM

Space Moves Conference – 18.-19. September 2017, Berlin

Space.Solutions
Professional+Smart+Affordable

RTICM 2 – Project partners



- **Micro Satellite manufacturer – with strong focus on space based service & application**
- **Development, implementation and service operation of the Back- and Frontend IT infrastructure**



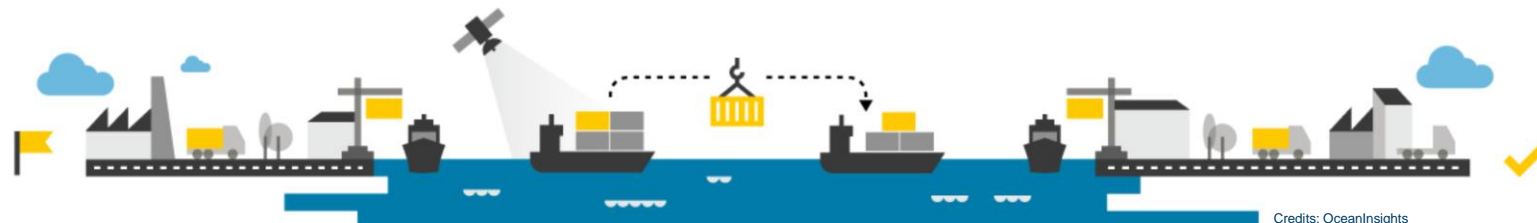
- **Long track record in the development of telematic solutions for European truck industry**
- **Dedicated business entity for the development, marketing and sales of the Visioboxx**

Visioboxx Service Offering



We make your goods visible - wherever they are!

- **Visioboxx is a standard freight container tracking system developed to enable our customers to monitor their shipments worldwide at all times.**
- **Our USP is to have a component both outside and inside the container: we measure the conditions inside while transmitting information by using the outside component.**
- **The advantage compared to other systems: smart feature set offered for an affordable service fee.**
- **Our customer's goods are just a mouse-click away – at all times**



Credits: OceanInsights

The Visioboxx



Communication unit



Sensor box



Customer and their needs



Better manage supply chains through more transparency:

- **30% of all shipments are either damaged or delayed**
- **30% of all perishable goods never reach the end destination**
- **1 in 5 cargo claims is due to moisture**
- **15% of companies' logistics cost are inventory cost – safety stock**
- **\$ 60B global shrinkage from expiry, loss, damage before delivery**



Source: S. Reidy personnel communication

The needs and our solution



Transparency in the supply chain:



Global reach



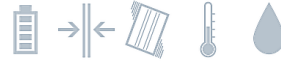
Infrastructure/Asset independent



Anywhere visibility



Anytime communication



Condition monitoring



Event management



Regulatory compliance




Data security

From MobilBox to Visioboxx



MobileBox with advanced tracking and sensing features to visioboxx:

<u>Sensors:</u>		<u>Operations:</u>
Mounting sensor		Multimodal usage
Door sensor		Easy Mounting (magnetic)
Light sensor		GSM / Iridium
Temperature		GPS Tracking
Humidity		AIS based tracking
Shock		Configurable
Battery status		Software Update over the Air
External sensor network (T°, rH, shock)		Geofencing



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Key difference is the price!

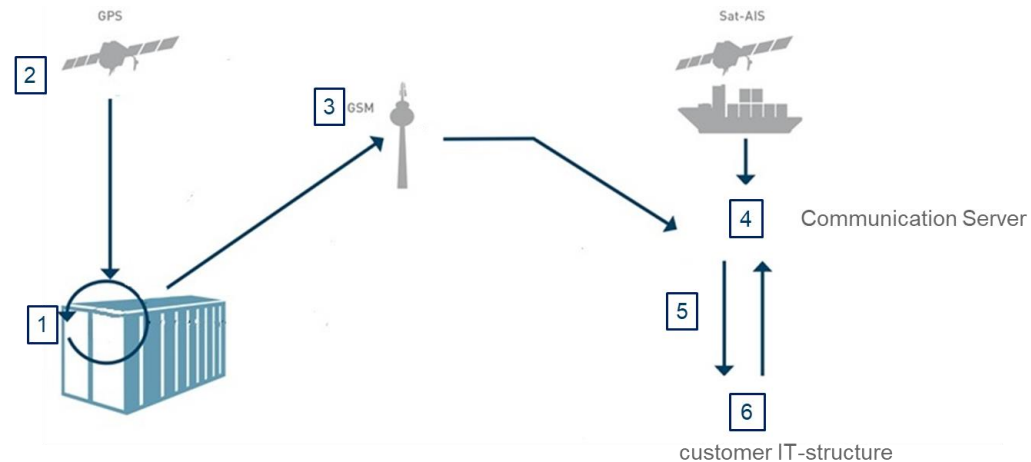
System architecture



Communication unit



Sensor box

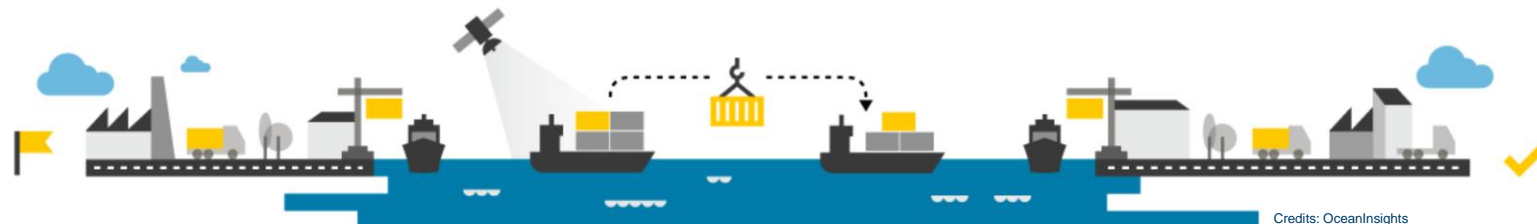


1. Visioboxx
2. positioning via GPS
3. Data transmission via GSM
4. Data-Preprocessing via communication server
5. Interface to customer IT-structure
6. Customer IT-structure

Benefits



- Global supply chain becomes transparent
- In the case of damages, one knows what happened when where
- Early information enables a proper response if cargo goods are damaged or delayed



Visioboxx service fee



Tracking service made easy and affordable



- **189.- Euro**
 - Visioboxx
 - all communication costs
 - access to the user front end
 - 3-5 months tracking capability
- **30.- Euro refurbishment**
 - change of the batteries and SIM card
 - additional 3-5 months tracking capability
 - Up to 2 years

Visioboxx Markets



Out target market segments are ...



- General logistic sector, especially shipping/handling high-valued goods
- Companies who maintain their own logistic processes
- Pharmaceutical industry due to the strict GDP guidelines and the companies' responsibility for monitoring their goods.



Visioboxx – our way ahead



- **over 50 companies have a vivid interest in our solution**
- **70 demo devices sold to companies like Daimler, Siemens, DHL and BLG**
- **Our sales plan for 2018 focuses on the expansion of the business we are currently establishing with our existing clients and on building a strong network within the German/European pharma industry as a starting point.**
- **Our (ambitious) goal is to reach a benchmark of 50.000 sold devices within the next 3 years**
- **We believe in the fact that almost every company in this industry is currently looking for a solution to monitor their goods in the optimal way.**
- **To reach this goal we use our already existing network and focus on building new relationships within the industry. Of course we also use all common marketing tools, advertisement in relevant magazines, events and exhibitions.**

For more information...



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